

THE INFORMED Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 1

How Do You Determine What You Need to Do?

Say you're a homeowner wanting to sell your two-storey, detached home. You sit down and make a list of things that need to get done to make your property as attractive as possible to buyers.

You consider the backyard. "Hmm," you think. "Doesn't our deck need a new finish and our flowerbed need new edging stones?"

Then you think about the basement. "The carpeting. It's old. We really should replace it. We should install a new drop ceiling, too."

Then the main floor. "Our kitchen cabinets are old. We should get a contractor in to quote on replacing them. How about a brand new shiny sink and faucet? That should increase the resale value of our home, shouldn't it?"

Before you know it, you have a long list of updates, repairs and renovations that you think you should be doing, and you haven't even started on the second floor!

It's easy to get carried away with preparing your home to be listed, and end up spending a lot more money than you'll ever get back from the eventual sale.

So how do you determine what improvements you should be making in order to get your property ready for the market?

That's easy. Talk to a good REALTOR®.

A REALTOR® who knows the local market can inspect your property and advise you on the repairs and upgrades you need to make. He or she will know what buyers are looking for, and will also have a good idea of the return on investment you can expect from a particular improvement.

He or she may also be able to recommend reputable tradespeople and other professionals to assist you in making those improvements.

So go ahead and make that long list. Then, review it with your REALTOR® so you can make an informed decision on how to get your property ready for sale.

Looking for a good REALTOR®? Call today

Little Things Make a Big Difference

There's no doubt about it. A completely renovated room – especially a kitchen or bathroom – will really impress home buyers. That room will probably look brand new and very stylish.

But you don't have to do a full "tear-down-the-walls" type of renovation to upgrade the look of a room. In fact, just a few minor improvements can make a big difference.

For example, upgrading wall plates is an easy and inexpensive way to add a lot more style and personality to a room.

In the kitchen, installing new hardware on existing cabinets can have a dramatic impact. So look around your house to determine where small improvements could make a big difference.

Think, Act... Live!

"You were born to win. But to be a winner, you must plan to win, prepare to win, and expect to win."

Zig Ziglar

"If you do what you've always done, you'll get what you've always gotten."

Tony Robbins

"When your desires are strong enough, you will appear to possess superhuman powers to achieve them."

Napoleon Hill